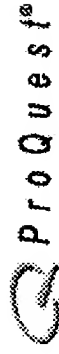


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## DECISIONPOINT APPLICATIONS: [Haworth](#) selects DecisionPoint Applications reporting software to increase competitive advantage

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DecisionPoint Applications is the market leader in packaged data warehousing and analytical applications. DecisionPoint Applications' DecisionPoint family of packaged data warehouse environments materially improves the quality, speed and effectiveness of strategic, managerial and operational decision-making processes by providing customers with pre-integrated, end-to-end, data warehousing infrastructure and analytical applications, installed in weeks at a fixed cost.

DecisionPoint Applications, headquartered in Portland, Oregon, has offices in San Francisco, Atlanta, New York, Dallas, Austin, Chicago, Denver, Philadelphia, London, and Toronto. DPA customers include many large multinational and high-growth firms like Hollywood Entertainment, [Micron Electronics, Inc.](#), eZiba, Burlington Coat Factory, and Croner CCH. For further information, contact DecisionPoint Applications at 10260 SW Greenburg Rd., Suite 530, Portland, OR 97223; phone: (800) 970-5372, (503) 768-3649; or visit the company's Web site at [www.dpapplications.com](http://www.dpapplications.com).

[Haworth](#) recognised its need for a data warehouse and reporting environment that seamlessly integrated with its existing technology - Oracle Applications.

The solution had to be powerful, cost-effective and straightforward to use so that non-technical business users could analyse business performance, quickly and accurately. [Haworth](#) needed to provide easy access to the data "locked" in the Oracle Applications. As a result, the company selected DecisionPoint Applications due to its flexible approach and guaranteed installation time frame of eight weeks.

Full Text (638 words)

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M2 PRESSWIRE-17 July 2000-DECISIONPOINT APPLICATIONS: Haworth selects DecisionPoint Applications reporting software to increase competitive advantage (C)1994-2000 M2 COMMUNICATIONS LTD

London – [Haworth Inc.](#), a leading international designer and manufacturer of office furniture, has installed DecisionPoint Applications' packaged data warehouse and decision support tools. The installation went live April 2000, and will enable [Haworth](#) management to make informed business decisions through the collation, consolidation and accurate analysis of the vast amount of financial data generated by its business activities.

[Haworth](#) recognised its need for a data warehouse and reporting environment that seamlessly integrated with its existing technology - Oracle Applications. The solution had to be powerful, cost-effective and straightforward to use so that non-technical business users could analyse business performance, quickly and accurately. [Haworth](#) needed to provide easy access to the data "locked" in the Oracle Applications. As a result, the company selected DecisionPoint Applications due to its flexible approach and guaranteed installation time frame of eight weeks.

Mike Moon, CIO at [Haworth](#), said: "When evaluating vendors the key issues we considered were extensibility, performance, cost, service and support.

[Haworth's](#) data warehouse system integrates data from across all financial subsystems including, General Ledger, Accounts Payable, Accounts Receivable, Purchasing and Fixed Assets. The data is fully integrated allowing [Haworth](#) financial analysts to query and report on a full set of up-to-date financial information."

"By using DecisionPoint Applications' warehouse solution we can better manage the purchasing, payables and receivables business processes. This infrastructure provides real insight into our business needs and allows us to pin-point trouble spots and highlight improvement opportunities."

The pre-defined schemas are designed to be implemented within the underlying data warehouse including accounts payable, accounts receivable, payroll analysis, fixed assets, general ledger and purchasing. Marc Demarest, CEO of DecisionPoint comments: "The business domains work in a modular fashion, allowing customers to slot multiple sets of schema on top of the data warehouse. In fact, DecisionPoint Applications provides more than 26 different Analytical Domains(tm) to support cross-organisational decision- making. A company can build an initial data warehouse using DecisionPoint Financials and later add DecisionPoint for HR or Distribution.

"Companies increasingly demand value added solutions to the complex issues they face. By using a scaleable data warehouse and reporting infrastructure such as DecisionPoint Financials, organisations can build their own libraries of reports, calculation procedures and simulation models that can easily exchange and update data in real time," concludes Demarest.


About [Haworth](#)

[Haworth Inc.](#) is a world-leading designer, manufacturer and marketer of office furniture and seating with 1999 sales of \$1.58 billion. Based in Holland,

Michigan,  [Haworth](#) operates in more than 120 countries worldwide and employs approximately 14,000 members. For more information about  [Haworth](#), visit their web site at [www.haworth.com](http://www.haworth.com).

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
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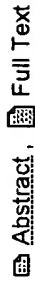
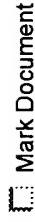
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### DECISIONPOINT APPLICATIONS: DecisionPoint Applications announces DecisionPoint for Financial Analysis; Entry-level version of company's packaged financial analysis environment targets mid-market, allows for growth

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#### Abstract (Document Summary)

M2 PRESSWIRE-26 June 2000-DECISIONPOINT APPLICATIONS: DecisionPoint Applications announces DecisionPoint for Financial Analysis; Entry-level version of company's packaged financial analysis environment targets mid-market, allows for growth (C)1994- 2000 M2 COMMUNICATIONS LTD

London -- DecisionPoint Applications, Inc. (DPA), a leading international packaged data warehouse and analytical applications vendor, today announced its entry-level analytical application software - DecisionPoint for Financial Analysis. The software is based on the company's market-leading DecisionPoint data warehouse product line. DecisionPoint for Financial Analysis allows companies with smaller analytical user communities and limited purchasing budgets to perform complex, detailed financial analysis at a fraction of traditional reporting costs. In addition organisations can upgrade to the broader functionality of the full DecisionPoint for Financials product as and when their needs dictate.

Support for a single Oracle Financials source system is included, as is an instance of the DecisionPoint Warehouse, which runs on all DecisionPoint-supported platforms, including Sun, HP-UX, IBM RS/ 6000, and Compaq Tru64 Maintenance fees and the cost of implementation, which can be finished in 4-

6 weeks, are not included in the price.

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"Medium sized enterprises with limited application budgets and a focus on reporting rather than ad-hoc analysis, have an extraordinarily limited set of choices in the analytical applications marketplace," says Marc Demarest, DPA's CEO.

"This is particularly true of financial data - often the single most important data set within an enterprise. DecisionPoint for Financial Analysis starting at a cost of \$125,000 allows organisations to buy into a scalable, enterprise-wide data warehousing environment at a much lower price, which prevents the need to purchase dead-end, throw-away reporting technology, and which allows enterprise-wide analytical capability growth at a pace that fits an organisations needs and budget."

DecisionPoint for Financial Analysis replaces the overly simplistic and limited reporting "add-ons" offered by traditional ERP vendors.



DecisionPoint's proven, expandable enterprise data warehousing and OLAP-based analytical applications functionality, offers a price competitive with the leading ERP vendor offerings.

The product limits the analytical user community to 10 users and the warehouse data set size to 20GB, and includes three of DecisionPoint's major financial Business Domains(tm) : General Ledger, Accounts Receivable, and Accounts Payable.

Support for a single Oracle Financials source system is included, as is an instance of the DecisionPoint Warehouse, which runs on all DecisionPoint-supported platforms, including Sun, HP-UX, IBM RS/6000, and Compaq Tru64 Maintenance fees and the cost of implementation, which can be finished in 4-6 weeks, are not included in the price.

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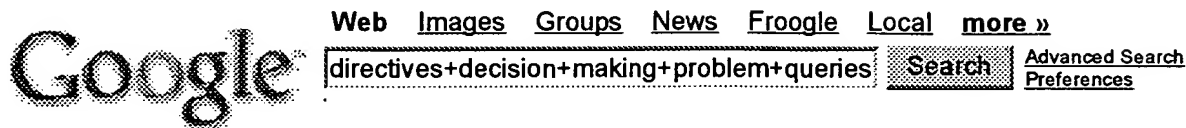
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... Providing planning aid support to assist **decision-making** ...

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A **problem** inherent in large organisations, and to some extent simply a fact of

... Different levels of **decision-making** require wildly differing types of ...

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Compose business communications: Compose technically correct **directives**, ...

**make decisions**, and/or implement solutions to **problems** or complaints. ...

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... the **problem** being that there are a number of **Directives** involved that impact

... Scope – **decisions** from Europe were slow in coming, with new **queries** ...

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This inherently creates a serious conflict of interest **problem** for the ...

the proposal should be involved directly in this **decision making** but after ...

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There were also other **problems** of bad service, continuing large-scale leakage,

... "Using stakeholder analysis to analyse **decision making** in the water ...

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This brief review indicates that the optimal strategy **decision-making** process is

... Simply stated, the **decision problem** is to determine the best set (as ...

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**Decision-making** illustrates the amount of opportunity the individual in the ...

EXAMPLE: Investigates registration and grade **problems** by questioning the ...

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The **problems** surrounding the Equitable Life with-profit fund have been much ...

for the reform of investment **decision-making** by pension scheme trustees. ...

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